


Motivational Interviewing

Changing Obstacles into Opportunities
for Persons with Mental Illness

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How often have you used
Motivational Interviewing
in the last 30 days?



Motivational Interviewing
Pyramid



Strategies

Principles

Spirit

Spirit Quote

"I've come to the frightening conclusion that I am the decisive element in my relationships. It is my personal approach that creates the climate. It is my daily mood that makes the weather, I possess tremendous power to make the person's life miserable or joyous. I can be a tool of torture or an instrument of inspiration. I can humiliate or humor, hurt or heal. In all situations, it is MY response that decides whether a crisis will be escalated or de-escalated and a person is humanized or dehumanized"

Dr. Hain Ginott

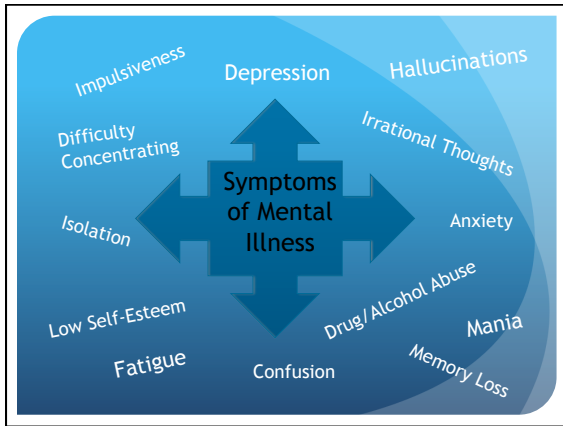
MI Spirit = ACE

- **A**utonomy vs. authority
- **C**ollaboration vs. confrontation
- **E**vocation vs. education



MI Principles

- **R**oll with Resistance
- **E**xpress Empathy
- **D**evelop Discrepancy
- **S**upport Self-Efficacy



“Row” Towards Success

- Open Ended Questions
- Affirmations
- Reflective Listening
- Summarization

Open Ended Questions

- Sets a Collaborative Tone
- Allows the individual to take lead of the conversation
 - Reveal what is important to them
 - Explore the issues that are of concern to them
- 80/20 Rule

Affirmations

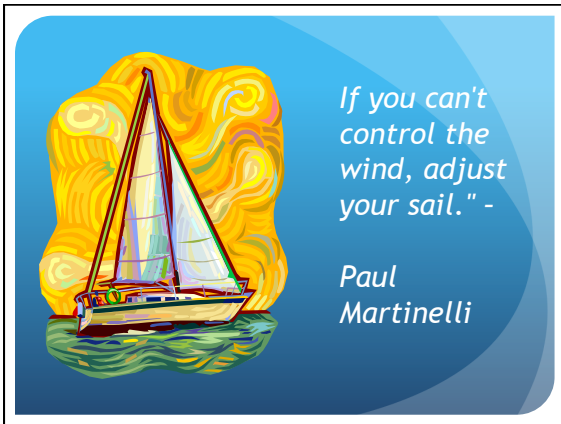
- Statements of Appreciation and Understanding
- Demonstrates Respect for the Individual
- Helps to “Fill their Bucket”
- Can Instill Hope

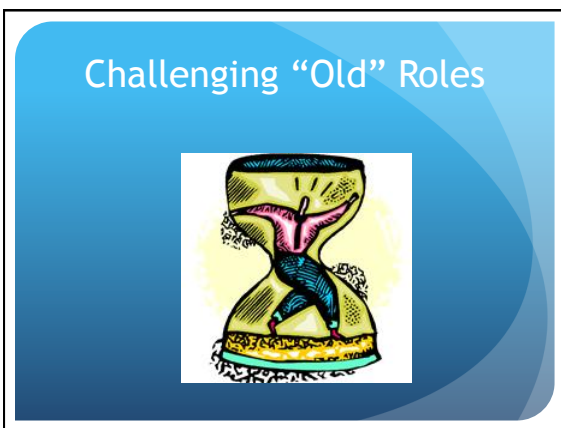
Reflective Listening

- Very Important, Strategic, and Challenging Skill
- Check for Understanding
 - Words have Different meanings to Different people
- A Few Techniques
 - Simple Reflection
 - Amplified Reflection
 - Double Sided Reflection

Summarize

- Review information that has been covered
- Occurs throughout the conversation-not just at the end
- Pull out the most important themes
- Utilize as a Transition to direct the conversation
- Demonstrates that we were listening, allows individual to hear their own motivational statements







This is Now. . .

“Some options are. . . what are some other ones?”

Worst Case Scenario
Best Case Scenario

“On a scale from 1-10. . . “

“On one hand. . . But on the other hand. . .”

“What do you think you should do?”

“If you had a friend in that situation, what would you tell them?”

“What do you think will happen if. . . ?”

Ask Permission to give Advice



STOP

Whatever it is that you are doing—pushing, confronting, educating, explaining etc.

Drop

Your agenda
Your “Righting Reflex”

Roll

... with resistance by reflecting the viewpoint of the individual from a place of equipoise

“Row” Your Way to Successful Conversations

Open Ended Conversations
Affirmations
Reflective Listening
Summarize



Any Questions?



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